

| Contract # | 3078177 | Date Entered | 10/25/17 |
|----------------|---|---------------|---------------|
| Schedule Dates | 10/26/17-10/31/17 | Last Modified | 10/25/17 |
| Advertiser | Ed Gillespie for VA Governor (116805) | Entered By | Tiffany Lewis |
| Agency | Strategic Media Placement (6694) | CO-OP | No |
| Product | POLITICAL CANDIDATE (ns) (1186) | Headline # | |
| Brand | Ed Gillespie (671299) | Demo | |
| Salesperson | HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869) | Order Type | Normal |
| Sales Office | WJLA/GJLA/EJLA | Package Deal | |
| Buyer Name | | Commission % | 15.00 |
| Phone/Fax | / | Commission | \$10,155.00 |
| СРЕ | 3252 | Net Total | \$57,545.00 |
| Account Types | Local/Political Candidate Agency BRD | Sales Tax | |
| | | | |

| Washington (WJLA) | | |
|--------------------|--------------|-------------|
| By Broadcast Month | <u>Spots</u> | Rate |
| Oct. 2017 | 21 | \$27,800.00 |
| Nov. 2017 | 23 | \$39,900.00 |
| Grand Total: | 44 | \$67,700.00 |
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| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Мо | Tu | We | Th | Fr S | a Su | Spots | Rate | Total | Station | Comments | Entered |
|------|--------------------------------|-------------------|-----|--------|---|------|----|----|----|-----|------|------|-------|------------|------------|-------------------|----------|----------|
| 1.0 | Normal Line / SPOT | 10/30/17-10/30/17 | 2 | :30 | 0 5A- News-Good Morning Washington at 5a | | 2 | | | | | į | 2 | \$500.00 | \$1,000.00 | Washington (WJLA) | | 10/25/17 |
| 2.0 | Normal Line / SPOT | 10/26/17-10/27/17 | 2 | :30 | 7A- ABC-Good Morning America | | | | | 1 | 2 | | 3 | \$1,000.00 | \$3,000.00 | Washington (WJLA) | | 10/25/17 |
| 3.0 | Normal Line / SPOT | 10/30/17-10/31/17 | 2 | :30 | 0 7A- ABC-Good Morning America | | 2 | 1 | | 1 | | | 3 | \$1,200.00 | \$3,600.00 | Washington (WJLA) | | 10/25/17 |
| 4.0 | Normal Line / SPOT | 10/27/17-10/27/17 | 2 | :30 | 9A- Live with Kelly | | | | | | 1 | - | 1 | \$500.00 | \$500.00 | Washington (WJLA) | | 10/25/17 |
| 5.0 | Normal Line / SPOT | 10/30/17-10/31/17 | 2 | :30 | 9A- Live with Kelly | | 1 | 1 | | | | | 2 | \$600.00 | \$1,200.00 | Washington (WJLA) | | 10/25/17 |
| 6.0 | Normal Line / SPOT | 10/26/17-10/26/17 | 2 | :30 | 0 10A- Rachael Ray | | | | | 1 | | i | 1 | \$450.00 | \$450.00 | Washington (WJLA) | | 10/25/17 |
| 7.0 | Normal Line / SPOT | 10/30/17-10/31/17 | 2 | :30 | 0 10A- Rachael Ray | | 1 | 1 | | | | - | 2 | \$500.00 | \$1,000.00 | Washington (WJLA) | | 10/25/17 |
| 8.0 | Normal Line / SPOT | 10/27/17-10/27/17 | 2 | :30 | 0 11A- ABC-The View | | i | | | | 1 | | 1 | \$450.00 | \$450.00 | Washington (WJLA) | | 10/25/17 |
| 9.0 | Normal Line / SPOT | 10/31/17-10/31/17 | 2 | :30 | 0 11A- ABC-The View | | | 1 | | | | i | 1 | \$600.00 | \$600.00 | Washington (WJLA) | | 10/25/17 |
| 10.0 | Normal Line / SPOT | 10/27/17-10/27/17 | 2 | :30 | 0 1P- ABC-The Chew | | | | | | 1 | i | 1 | \$500.00 | \$500.00 | Washington (WJLA) | | 10/25/17 |
| 11.0 | Normal Line / SPOT | 10/31/17-10/31/17 | 2 | :30 | 0 1P- ABC-The Chew | | | 1 | | | | i | 1 | \$600.00 | \$600.00 | Washington (WJLA) | | 10/25/17 |
| 12.0 | Normal Line / SPOT | 10/26/17-10/26/17 | 2 | :30 | 2P- ABC-General Hospital | | | | | 1 | | 1 | 1 | \$600.00 | \$600.00 | Washington (WJLA) | | 10/25/17 |
| | 1 | ' | | | COI | VFII | RM | ΑT | 10 | N (| CON | TR | ACT | ı | 1 | 1 | 1 | 1 |

Date:

Comments:

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

Accepted-Station:

Date:

Standard

Accepted-Agency/Advertiser:



WJLA 1100 Wilson Blvd. 6th Floor Arlington, VA 22209

Salesperson

Sales Office

Buyer Name

Phone/Fax

CPE

Contract # 3078177 Schedule Dates 10/26/17-10/31/17 Advertiser Ed Gillespie for VA Governor (116805) Agency Strategic Media Placement (6694)

Date Entered 10/25/17 **Last Modified** Entered By CO-OP

10/25/17 Tiffany Lewis

No

Spots 21 23

44

Rate

\$27,800.00

\$39,900.00

\$67,700.00

Washington (WJLA)

By Broadcast Month

Oct. 2017

Nov. 2017

Grand Total:

Product POLITICAL CANDIDATE (ns) (1186) Brand

Ed Gillespie (671299)

HOUSE-WASHINGTON, WJLA/GJLA/EJLA (3869)

Demo Order Type

Headline #

Normal

Package Deal

Commission % 15.00

Commission \$10,155.00 Net Total \$57,545.00

Sales Tax

Account Types Local/Political Candidate Agency BRD

3252

WJLA/GJLA/EJLA

Billing Type Standard

| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | S | PW Mo |) T | u W | Ve Th | Fr | Sa Su | Spots | Rate | Total | Station | Comments | Entered |
|----------|--------------------------------|-------------------|-----|--------|--|--------------|-------|-----|-----|-------|----|----------|-------|------------|------------|-------------------|-----------------------------|----------|
| 13.0 | Normal Line / SPOT | 10/30/17-10/30/17 | 2 | :30 | 2P- ABC-General Hospital | | 1 | 1 | | | | | 1 | \$700.00 | \$700.00 | Washington (WJLA) | | 10/25/17 |
| 14.0 | Normal Line / SPOT | 10/31/17-10/31/17 | 2 | :30 | Orbit- [P]Hot Bench(Tu), [P]Hot Bench 2(Tu) | | | 1 | 1 | | | | 1 | \$500.00 | \$500.00 | Washington (WJLA) | | 10/25/17 |
| 15.0 | Normal Line / SPOT | 10/26/17-10/26/17 | 2 | :30 | 4P- News-ABC 7 News at | 4p | | i | i | 1 | | | 1 | \$500.00 | \$500.00 | Washington (WJLA) | | 10/25/17 |
| 16.0 | Normal Line / SPOT | 10/30/17-10/30/17 | 2 | :30 | 4P- News-ABC 7 News at | 4p | 1 | i | i | į | i | <u> </u> | 1 | \$600.00 | \$600.00 | Washington (WJLA) | | 10/25/17 |
| 17.0 | Normal Line / SPOT | 10/26/17-10/27/17 | 2 | :30 | 5P- News-ABC 7 News at | 5p | | i | 1 | 1 | 1 | | 2 | \$550.00 | \$1,100.00 | Washington (WJLA) | | 10/25/17 |
| 18.0 | Normal Line / SPOT | 10/30/17-10/31/17 | 2 | :30 | 5P- News-ABC 7 News at | 5p | 1 | 1 | 1 | | | | 2 | \$700.00 | \$1,400.00 | Washington (WJLA) | | 10/25/17 |
| 19.0 | Normal Line / SPOT | 10/31/17-10/31/17 | 2 | :30 | 6:27P- 6:30P (EST) | | | 1 | 1 | | | | 1 | \$4,000.00 | \$4,000.00 | Washington (WJLA) | | 10/25/17 |
| 20.0 | Normal Line / Access | 10/30/17-10/30/17 | 2 | :30 | 6:57P- 7P (EST) | | 1 | - | | | - | | 1 | \$7,500.00 | \$7,500.00 | Washington (WJLA) | | 10/25/17 |
| 21.0 | Normal Line / Access | 10/26/17-10/27/17 | 2 | :30 | 7P- Wheel Of Fortune | | | | i | 1 | 1 | | 1 | \$2,000.00 | \$2,000.00 | Washington (WJLA) | | 10/25/17 |
| 21.0.1 | Preempt | 10/26/17 | | | | | | | | | | | | | | Washington (WJLA) | No Availability/Exception - | |
| 22.0 | Normal Line / Access | 10/26/17-10/27/17 | 2 | :30 | 7:30P- Jeopardy | | | | i | 1 | 1 | | 2 | \$3,000.00 | \$6,000.00 | Washington (WJLA) | | 10/25/17 |
| 23.0 | Normal Line / Access | 10/31/17-10/31/17 | 2 | :30 | 7:30P- Jeopardy | | | 1 | 1 | | | | 1 | \$3,500.00 | \$3,500.00 | Washington (WJLA) | | 10/25/17 |
| 24.0 | Normal Line / Prime Premium | 10/30/17-10/30/17 | 2 | | 8P- ABC-Dancing with the Stars (Monday) | 2 | 1 | į | 1 | | 1 | | 1 | \$7,500.00 | \$7,500.00 | Washington (WJLA) | | 10/25/17 |
| | | | | | | CON | FIRI | MΑ | TIC | NC | CO | NTR | ACT | <u>'</u> | | • | | • |
| cented-A | Agency/Advertiser: | | | Date: | Accept | ted-Station: | | | | | | | | Date: | Comments: | | | |

The parties intend for the Standard Advertiser Terms and Conditions ("Terms") located at... http://sbgi.net/?p=1224 ... to be part of their agreement, and the sale of advertising is expressly subject to said Terms.

| | | Contract # | 30/81// |
|---------------------------|-----------------------------|----------------|--------------------------|
| | | Schedule Dates | 10/26/17-10/31/17 |
| | WJLA | Advertiser | Ed Gillespie for VA Gov |
| obc | 1100 Wilson Blvd, 6th Floor | Agency | Strategic Media Placem |
| | Arlington, VA 22209 | Product | POLITICAL CANDIDATE |
| | | Brand | Ed Gillespie (671299) |
| WJLA-TV WASHINGTON, DC | | Salesperson | HOUSE-WASHINGTON, |
| | | Sales Office | WJLA/GJLA/EJLA |
| Strategic Media Placement | | Buyer Name | |
| 7669 Stagers Loop | | Phone/Fax | / |
| Delaware, OH 43015 | | CPE | 3252 |
| | | Account Types | Local/Political Candidat |
| | | Billing Type | Standard |
| | | Comments | |

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| Sales Office | WJLA/GJLA/EJLA | Package Deal | |
| Buyer Name | | Commission % | 15.00 |
| Phone/Fax | 1 | Commission | \$10,155.00 |
| СРЕ | 3252 | Net Total | \$57,545.00 |
| Account Types | Local/Political Candidate Agency BRD | Sales Tax | |
| Billing Type | Standard | | |
| Comments | | | |

| Washington (WJLA) | | |
|--------------------|--------------|-------------|
| By Broadcast Month | <u>Spots</u> | Rate |
| Oct. 2017 | 21 | \$27,800.00 |
| Nov. 2017 | 23 | \$39,900.00 |
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| Line | Line Type / Break Type (Ref #) | Dates | Sec | Length | Run Times | SPW | Mo Tu | u We | Th Fr | Sa Su | Spots | Rate | Total | Station | Comments | Entered |
|----------|--------------------------------|-------------------|-----|--------|--|------|-------|------|-------|-------|-------|------------|------------|---------------------|----------|----------|
| 25.0 | Normal Line / Prime Premium | 10/30/17-10/30/17 | 2 | :30 | 10P- ABC-The Good Doctor (Monday) | | 1 | 1 | | | 1 | \$5,000.00 | \$5,000.00 | Washington (WJLA) | | 10/25/17 |
| 26.0 | Normal Line / SPOT | 10/26/17-10/27/17 | 2 | :30 | 11:35P- ABC-Jimmy Kimmel | | | | 1 1 | | 2 | \$500.00 | \$1,000.00 | Washington (WJLA) | | 10/25/17 |
| 27.0 | Normal Line / SPOT | 10/30/17-10/31/17 | 2 | :30 | 11:35P- ABC-Jimmy Kimmel | | 1 1 | 1 | | | 2 | \$600.00 | \$1,200.00 | Washington (WJLA) | | 10/25/17 |
| 28.0 | Normal Line / SPOT | 10/28/17-10/28/17 | 2 | | 7A- ABC-Good Morning America Saturday | | | į | | 1 | 1 | \$650.00 | \$650.00 | Washington (WJLA) | | 10/25/17 |
| 29.0 | Normal Line / Football | 10/28/17-10/28/17 | 2 | | 12:30P- Sports-ABC College Football Early | | | | | 1 | 1 | \$3,000.00 | \$3,000.00 |) Washington (WJLA) | | 10/25/17 |
| 30.0 | Normal Line / Football | 10/28/17-10/28/17 | 2 | | 3:30P- Sports-ABC College Football Late | | | | | 1 | 1 | \$3,500.00 | \$3,500.00 | Washington (WJLA) | | 10/25/17 |
| 31.0 | Normal Line / Football | 10/28/17-10/28/17 | 2 | | 8P- Sports-ABC College Football Prime | | | | | 1 | 1 | \$4,000.00 | \$4,000.00 |) Washington (WJLA) | | 10/25/17 |
| 32.0 | Normal Line / SPOT | 10/29/17-10/29/17 | 2 | | 8A- ABC-Good Morning America Sunday | | | 1 | 1 1 | 1 | 1 | \$550.00 | \$550.00 | Washington (WJLA) | | 10/25/17 |
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| | | | | | COI | NFI | RMA | TIO | N CC | NTR | ACT | | | I | | |
| cepted-A | gency/Advertiser: | | | Date: | Accepted-Stati | ion: | | | | | | Date: | Comments: | | | |

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